

## Message Text

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PAGE 01 STATE 214017  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 SIG-03 /024 R

DRAFTED BY COM/BEWT/OEWTD/TPD/BTHOMPSON/GND  
APPROVED BY EB:DFRIED  
COM/BEWT/OEWTD/JEMORRIN  
COM/BEWT/OEWCA/EE/SPORTER  
COM/BEWT/OEWCA/EE/RDSEVERANCE  
COM/BEWT/OEWCA/RSCISSORS  
STATE/EUR/CE/VGRAY  
EUR/EE/CSCHMIDT

-----086269 231618Z /47

P R 231559Z AUG 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BERLIN PRIORITY  
AMEMBASSY BUCHAREST  
AMEMBASSY WARSAW  
AMEMBASSY BELGRADE  
INFO AMEMBASSY BONN  
AMEMBASSY VIENNA  
USMISSION USBERLIN

UNCLAS STATE 214017

E.O. 11652: N/A

TAGS: BEXP, GE, RO, PL, YO

SUBJECT: CANCELLATION OF TSS ON "INDUSTRIAL WELDING  
EQUIPMENT"

1. USDOC REGRETS TO ANNOUNCE CANCELLATION OF SUBJECT TSS  
SCHEDULED FOR NOVEMBER 1978.

2. INABILITY TO RECRUIT PARTICIPANTS PREDOMINANTLY DUE TO  
TWO FACTORS. FIRST, U.S. WELDING EQUIPMENT MANUFACTURERS  
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PAGE 02 STATE 214017

PRESENTLY HAVE SUFFICIENT BUSINESS DUE TO GREAT DEMAND FOR  
THEIR TECHNOLOGY AND PRODUCTS BY DOMESTIC AUTO AND STEEL  
FABRICATING INDUSTRIES. SECONDLY, PROSPECTIVE PARTICI-  
PANTS ADVISED THAT OUR DATA ON MARKETS FOR THEIR PRODUCTS  
IN TSS ITINERARY COUNTRIES LACKED ENOUGH DETAIL ON TYPES  
OF EQUIPMENT AND TECHNOLOGY MOST NEEDED AND NATURE AND  
TIMING OF PROBABLE PURCHASES. ADDITIONALLY, U.S. FIRMS

ARE CURRENTLY REEVALUATING THEIR PROMOTIONAL PLANS IN  
LIGHT OF RECENT DEVELOPMENTS IN EAST-WEST TRADE.

3. EVEN IF THE U.S. WELDING EQUIPMENT INDUSTRY AT SOME  
FUTURE TIME DOES HAVE MORE INTEREST IN FOREIGN MARKETS,  
IT PROBABLY WILL NOT CONCENTRATE UPON EASTERN EUROPEAN  
MARKETS UNLESS IT IS ABLE TO SEE THE POTENTIALS OF THESE

MARKETS MORE CLEARLY THAN CAN BE DISCERNED FROM PRESENTLY  
AVAILABLE DATA.

4. SHOULD ADDRESSEE POSTS BELIEVE THAT A TSS ON  
"INDUSTRIAL WELDING EQUIPMENT" MIGHT PROVE SUCCESSFUL  
IN FALL 1979 OR LATER, USDOC WOULD APPRECIATE BEING SO  
ADVISED. HOWEVER, ALTHOUGH USDOC APPRECIATES POSTS'  
DIFFICULTIES IN OBTAINING SUCH INFORMATION WE MUST ADVISE  
THAT U.S. FIRMS HAVE INDICATED THAT SUCCESSFUL RECRUIT-  
MENT MUST BE PREDICATED UPON RECEIPT FROM THE HOST  
GOVERNMENTS OF DETAILED MARKET DATA.

5. USDOC WOULD APPRECIATE ADDRESSEE POSTS INFORMING HOST  
COUNTRY OFFICIALS OF THIS CANCELLATION. ANY OR ALL OF  
THE ABOVE POINTS MAY PROVE USEFUL IN EXPLAINING OUR  
DECISION. YOU MAY ALSO WISH TO ASSURE HOST COUNTRIES  
THAT THIS DECISION HAS BEEN TAKEN ENTIRELY ON COMMERCIAL  
AND OPERATIONAL GROUNDS AND THAT WE ARE LOOKING FORWARD  
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PAGE 03 STATE 214017

TO WORKING WITH THEM ON OTHER FORTHCOMING SEMINARS.  
CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 aug 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BEWT/OEWTD/TPD/BTHOMPSON/GND  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Handling Restrictions:** n/a  
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**Litigation History:**  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1645498  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CANCELLATION OF TSS ON \"INDUSTRIAL WELDING EQUIPMENT\"  
**TAGS:** BEXP, GC, RO, PL, YO  
**To:** BERLIN BUCHAREST MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/49bc305d-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
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